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breaking news

European Escort receives design award

DEARBORN.—The European Ford Escort has received a design award from the government-backed British Design Council. The award, presented to Ford of Europe, cited Escort's "elegance of engineering, detailed design and low-maintenance requirements." More than 250,000 European Escorts have been built since the car was introduced last September.

Triumph launches $1,000 rebates

LEONIA, N. J.—A $1,000 retail rebate program for 1980 Triumph TR-7 and TR-8 has been announced. The rebate applies to both the standard TR-7 coupe and convertible and the specially equipped, all black TR-7 Spider convertible. The program will be in effect through Sept. 30. Both cars are being phased out of production.

GM engine-switch ruling reversed

CHICAGO.—Frank J. McGarr, the federal judge in the General Motors engine-switch case, granted — and quickly withdrew — a GM motion for a directed verdict dropping 30,000 of 67,000 plaintiffs from the case. The judge initially dismissed from the action all who bought "Chevymobiles"

See BREAKING NEWS, Page 8, Col. 1

Chrysler's buildout offer is simplified, sweetened

By Joseph Bohn
Marketing Editor

Chrysler Corp. launched its traditional buildout incentive program which it offers each year in lieu of a 5 percent carryover allowance.

Chrysler has simplified this year's program and has made it more attractive than some of those in the past.

For one thing, dealers get their money — in the form of a discount off wholesale invoice—up front, beginning with June shipments, rather than having to wait several months to collect.

The discounts themselves lower the wholesale floor-planning costs to dealers and give them a greater bargaining latitude with customers.

Also, there are no complicated percent-of-achievement categories. Discounts begin with the first qualifying unit and remain the same for every unit, depending on the car or truck line involved.

Some dealers viewed it as a good, though not great, program and were waiting to see what their quotas were before they got in.

They saw its chief benefit as helping them sell K-cars. Miser models of the Omni/Horizon and 024/TC-3, for example, don't qualify for the special discounts.

The discounts also were not expected to do much more to move Cordobas and Miradas, for example, which haven't been very strong all year long.

However, most of its volume is in the Omni and Horizon and the K-cars, with relatively little production planned for the luxury intermediate models, Chrysler pointed out.

Psychologically perhaps, the program is coming at a bad time, since the prime rate moved to 20 percent last week. Some dealers said they wouldn't get into the program because the market has slowed and their inventories have started to build.

Those dealers felt they still had plenty of inventory at the old price—before the recent 2.6 percent price increase—and that the 5 percent discounts, for example, only gave them an extra 2 percent advantage on the new models they would be ordering.

Chrysler, looking at the program from the point of view of giving 5 and 3 percent discounts on upwards of 150,000 cars, considered it a rich program.

"You could have had a retail program with huge dollar amounts for the cost of this program," observed one analyst.

Whether they opt for the program or not, dealers will have to order cars for the summer, since at last report their days' supply of Aries (60) and Reliant (57), for example, was enough to last them through May and June, but leave them rather dry for July and August.

For its part, Chrysler added that this program is all it will be offering. There will be no 5 percent carryover granted at intro time, the company said.

• In essence, the program. as outlined by Chrysler to its dealers, is as follows:

Dealers must sign a participation agreement agreeing to accept shipments of domestic cars and trucks totaling 100 percent of a combined May-August buildout objective by vehicle line.

For that, they receive a 5 percent discount off the invoice of Reliant/Aries, Cordoba/Mirada, LeBaron/Diplomat and domestic truck models, beginning with June 1 orders. Omni/Horizon and TC3/024, excluding Miser models, get a 3 percent discount.

The 5 and 3 percent discounts are figured on the basis of the retail price of the vehicles, with the amounts deducted from the wholesale invoice.

Chrysler figures that on the

Continued on Page 50, Col. 2

GM's pricing of J-cars turns back on tradition

John K. Teahen Jr.
Managing Editor

A Chevrolet that costs more than a Pontiac, a Cadillac with manual transmission and a four-cylinder engine and a bunch of little cars that are higher priced than their bigger brothers.

These were the highlights of the pricing acrobatics on the General Motors J-cars. The new subcompacts — the Chevrolet Cavalier, the Pontiac J2000 and the Cadillac Cimarron — went on sale last week.

Prices start at $6,966 for the Cavalier and $6,999 for the J2000. The Cimarron offered only as a four-door sedan, is $12,131.

Cimarron is the smallest Cadillac since 1905, the first Cadillac with a four-cylinder engine since 1914 and the first Cadillac without automatic transmission as standard equipment since 1953.

Automatic drive is $370 extra on the Cimarron, and Cadillac expects that about 90 percent of sales will have this feature, which brings the price to $12,501. Automatic is also $370 on the Cavalier and J2000.

Dealer discount is 15 percent on all three lines. That's the same as on the Chevrolet Chevette and Pontiac T1000 and the GM compact X-cars. (The base Chevette Scooter is a 12-percenter.) Cimarron's 15 percent discount is 4 percentage points lower than the 19 percent on other Cadillacs.

With Cavalier and J2000, GM is adopting a new pricing strategy — the extensively equipped

Continued on Page 8, Col. 1

GM S-car caught

Next year's economy car

Unofficial photos, snapped in Northern Europe, capture test drivers wringing out the new General Motors S-car, a super-economy world car. Production in Europe is scheduled to begin in the fall of 1982. As an Opel the car has been called Junior, but it may have a different name when it goes to market. It will be built in Spain, rather than at Russelsheim.

Problems abound as Shay plans switch to T-Bird

Repro Model A near end of line

By Edward Lapham
Financial Editor

BATTLE CREEK, Mich.—The nation's most successful and perhaps sole surviving quickie replicar company will end its first model run on June 10 and begin its second amid gushing television features, a series of unresolved dealer complaints and regulatory difficulties in two states.

Model A and Model T Motor Car Reproduction Corp. (MAMT), which began the quickie replicar cottage industry in 1978, will end output of its Model A replica and begin full-scale output of 1955 Thunderbird replicas as an established company.

MAMT is so well established, in fact, that it has virtually eliminated competition, claims to be the sixth largest U. S. auto maker and boasts of plans for a $5 million to $8 million public equity offering.

MAMT has managed to develop a very favorable public image in many sectors because of two completely complimentary features on national television within an eight-day period in April.

At the same time, the company and founder / president Harry Shay have left a trail of unresolved and semi-resolved problems through the startup process and along the corporate learning curve which are not offset by the PM Magazine and ABC Nightly News features.

These flattering national television features told of the company's $1.4 million profit in the fiscal year ended Mar. 31, showed the factory and the Model A replicars lined up and discussed Shay's plans to build replicars of other classics.

These features did not, how-

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LPG system now offered in IH trucks

CHICAGO. — A factory-installed liquified petroleum gas (LPG) or propane single-fuel system has been announced by International Harvester's Truck Group for its complete line of medium trucks and school bus chassis.

Production of LPG-fueled S-Series medium trucks and school bus chassis, as well as Cargostar low-front-entry models, began this month at International's medium-truck manufacturing facilities at Chatham, Ont., Canada.

International V-8 gasoline engines from 345 to 537 cubic inches, including the MV-404 and MV-446 power plants, are available for on-line conversion to LPG at Chatham.

Harold D. Dent, Medium Truck Division general manager, noted that LPG is less expensive and cleaner burning than gasoline, has a higher octane and results in lower maintenance costs.

"More than 300 orders for these LPG trucks have been placed in anticipation of Chatham's initial production," he said. "LPG has been used as a motor fuel since the 1930s, and International Harvester has offered LPG-powered trucks for more than 29 years, but this is our first factory-installed conversion."

• International's LPG carburetion system is simpler than gasoline, Dent said, consisting of three uncomplicated fuel-delivery components: Fuel lock filter, converter/regulator, and LPG carburetor.

The fuel-lock filter is a solenoid-controlled valve that permits fuel to flow when the ignition is turned on. The filter traps any contaminants and may be drained without disrupting the system.

The converter uses water from the engine's cooling system to heat the liquid propane and change it to a dry gas. The regulator controls the flow of the dry gas to the carburetor.

The LPG carburetor is a simple metering device which combines the lowest fuel/air mixture for proper combustion.

"There are more than 25,000 LPG dealers in the U. S.," Dent said. "Supply is no problem. Many dealers will make arrangements to have an LP stor-

Continued on Page 22, Col. 3

Duplex improves fire chassis

Nine major improvements as standard equipment, plus several new options, have been announced by the Duplex Truck Division, The Nolan Co., for its D-250 custom fire chassis. The new options include disk brakes, a broader engine selection and larger-capacity axles.

FBI moves in to halt 'rustling' of big trucks

By Robert H. Brown
Staff Correspondent

ATLANTA. — Big-truck "rustling" has become so prevalent among over-the-highway operators that the FBI and other authorities are moving in in an attempt to break up theft of the big rigs.

Because Atlanta is the gateway to the South, much of the thievery is centered here.

Theft is so great a threat to operators that many drivers now sleep in their cabs in an effort to protect them.

While the big rigs are being stolen throughout the country, Atlanta has become a hub for the thieves, according to the FBI and the Georgia Bureau of Investigation.

The National Auto Theft Bureau in Chicago said at least 4,323 tractor thefts were reported in 1979, a 51.9 percent increase over the previous year when 2,846 thefts were reported.

The figures, the NATB said, may be conservative because of the delay in reporting by some member insurance companies.

The FBI said 199 truck thefts in February now are being investigated, compared with 156 the previous February, an increase of 27.5 percent.

The FBI said it has 26,469 unsolved heavy-equipment thefts in its computer bank. Of this figure, 1,612 were reported in March, with only 1,239 listed as "cleared or canceled."

These figures do not tell the whole story, however, the FBI said. "Cleared or canceled" can mean that the vehicles either turned up or were burned, stripped or otherwise unidentified.

Just recently, a new 1981 Kenworth tractor disappeared from the parking lot of a suburban motel where the operator had checked in for a few hours sleep.

The operator said he checked on his rig several times during the night, once just before he arose at 6:20 a.m. to continue his trip. "I looked out the window and saw that the rig was gone, which meant it was taken sometime between 5 a.m. and 6 a.m.," he said.

What is happening to the vehicles is not known exactly, but authorities believe they are rushed to hidden shops where they may be "chopped up" or disguised and sold on the black market.

Adrian-McCravy, Georgia Bu-

Continued on Page 22, Col. 5

Diesels save most in voluntary fuel curbs by truckers

WASHINGTON.—The trucking industry's nationwide voluntary fuel-conservation program resulted in savings of five million gallons a day during 1980, according to Lana R. Batts, director of energy and economics, American Trucking Assns.

She said the industry has saved more than five billion gallons of fuel since the program was begun in 1975.

The two main ingredients of this fuel economy, she added, were the changeover from gasoline to diesel engines, and the greater use of newer fuel-efficient diesels with high torque rise and lower RPM.

"As a matter of fact, the motor carrier's voluntary program has saved twice as much fuel as the EPA's mandatory fuel-economy standards for automobiles," Batts said.

She said even greater fuel savings would be possible if certain states modified their laws to allow truck operations that comply with federal laws on size and weight.

An estimated 93 million gallons could be saved if the 17

Continued on Page 36, Col. 5

Checking propane installation

An inspector checks the installation of a propane (LPG) fuel tank on an International S-Series medium truck at International Harvester's truck-manufacturing facilities at Chatham, Ont., Canada.

truck industry news

Declines hit all 3 market segments

3-month registrations down 42 pct. since '79

New-truck sales in the U. S. began to nosedive at the end of the first quarter two years ago after the surge in fuel prices and actual or threatened shortages in many areas of the land.

The extent of the downturn is borne out in new-truck regis-

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trations for the first three months of 1981.

R. L. Polk & Co. reported 500,730 units were registered in the January-March period, a decline of 42.7 percent from the 874,407 units tallied in the comparable period in 1979 and 24.5 percent under last year's 663,257.

Registrations this year were down in all three market segments through March. A year ago, only the heavy trucks did better in the first quarter than they did in the like period of 1979, when heavy-truck sales hit an alltime high of more than 200,000 units.

March registrations totaled 176,027 units, down 20.1 percent from last year's 220,186 but almost 45 percent under the 317,351 reported for March two years ago.

Light-truck registrations in the first three months dropped 24.5 percent below a year ago, with Group 3 the only one of the three in this market segment to show an increase over last year.

Through March, 452,061 light trucks were tallied, compared with 598,379 a year ago and 788,386 in the same period two years ago.

Registrations of Group 3 vehicles totaled 3,231 units, an increase of 62.6 percent over the year-ago 1,987. In 1979, the Group 3 total was 11,781 units, most of them recreational vehicles, which also began to

Continued on Page 36, Col. 1

HD registrations higher in March; off for quarter

March registrations of new heavy duty trucks in the U. S. were highest for any month since last December, but the total was down sharply from March a year ago.

During the month, according to R. L. Polk & Co. statistics, 12,197 Groups 7 and 8 trucks were registered, 2.3 percent higher than February and 4 percent more than January. But the count was 28 percent lower than the year-ago March 16,950 units.

For the first three months of 1981, the total of 35,845 tallies was 27.8 percent lower than last year's 49,557 and 26 percent

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U. S. TRUCK REGISTRATIONS

THREE MONTHS, 1981 VS. 1980★

	3 mos., 1981	Percent Share of '81 market	3 mos., 1980	Percent Share of '80 market	Pct. pt. Change, '81-'80
Ford	162,530	32.46	207,072	31.22	— 1.24
Chevrolet	154,749	30.90	205,307	30.95	— 0.05
Dodge	38,233	7.63	57,688	8.70	— 1.07
GMC	36,164	7.22	51,279	7.73	— 0.51
International	14,891	2.97	16,915	2.55	+ 0.42
Jeep	11,486	2.29	23,543	3.55	— 1.26
Plymouth*	4,500	0.90	7,897	1.19	— 0.29
Mack	4,251	0.85	5,551	0.84	+ 0.01
Kenworth	2,297	0.46	3,299	0.50	— 0.04
Freightliner	1,837	0.37	3,033	0.46	— 0.09
Peterbilt	1,335	0.27	2,032	0.31	— 0.04
White	787	0.16	1,385	0.21	— 0.05
Autocar	300	0.06	463	0.07	— 0.01
Volvo	268	0.05	191	0.03	+ 0.02
Western Star	191	0.04	305	0.04	.....
Diamond Reo	35	0.01	23	.....	+ 0.01
Miscellaneous**	66,886	13.36	77,274	11.65	+ 1.71
TOTALS	500,730	100.00	663,257	100.00	.....

★—No registrations for Oklahoma, 1981 and 1980; District of Columbia, March, 1981.
*—Plymouth trucks are Trail Duster, Voyager and Arrow.
**—Miscellaneous includes Imports, Mercedes, Crane Carrier, Oshkosh, FWD, Hendrickson, etc.

U. S. HEAVY DUTY REGISTRATIONS

THREE MONTHS, 1981 VS. 1980★

Based on R. L. Polk & Co. statistical report

	3 mos., 1981	Percent Share of '81 market	3 mos., 1980	Percent Share of '80 market	Pct. pt. Change, '81-'80
International	9,306	25.96	8,880	17.92	+ 8.04
Ford	7,850	21.90	10,620	21.43	+ 0.47
GMC	4,648	12.97	8,205	16.56	— 3.59
Mack	4,010	11.19	5,522	11.14	+ 0.05
Chevrolet	2,387	6.66	4,787	9.66	— 3.00
Kenworth	2,297	6.41	3,284	6.63	— 0.22
Freightliner	1,837	5.12	3,033	6.12	— 1.00
Peterbilt	1,335	3.72	2,029	4.09	— 0.37
White	787	2.20	1,385	2.79	— 0.59
Autocar	300	0.84	461	0.93	— 0.09
Volvo	259	0.72	191	0.38	+ 0.34
Western Star	191	0.53	305	0.62	— 0.09
Diamond Reo	35	0.10	23	0.05	+ 0.05
Miscellaneous	603	1.68	831	1.68	.....
TOTALS	35,845	100.00	49,557*	100.00	.....

★—Groups 7 and 8 trucks only; no registrations for Oklahoma, 1981 and 1980; District of Columbia, 1981.
*—Figures for 1980 do not include 74 units registered in Kansas and Hawaii.

From this . . .

In 1930, van Doorne's Machinefabriek opened this new factory to produce lightweight trailers and semi-trailers in Eindhoven. The firm had been organized two years earlier. Note the Ford Model A at lower right.

. . . to this

Head office and factory showroom of Daf is this modern structure adjoining expanded factory in Eindhoven. Car production began in 1959, ended for Daf in 1972, when car operation was sold to Volvo.

Daf posts higher profit even though sales slip

Continued from Page 14

so gives the company control over design and production, but if the company is small it means costs on each unit are higher.

This is one of Daf's problems, and one which led it to Dodge. Daf must now be looking for someone else to walk it up the aisle now that Dodge has been whisked off by another partner.

This year's tough sales climate will be hard on all truck makers. Daf expects to return a loss in the first half of this year, and whether it turns in a year-end profit will depend on the second-half performance.

The company recorded losses in 1978, and the 1974-75 periods after the first economic crisis.

Its 9,000-plus employees are working a two-shift, five-day week, but it experienced periods of three- and four-day week working in recent times. Whether this can be avoided again will depend on European market conditions.

Western European heavy-truck demand this year will fall by maybe 7 percent to just under 300,000. And with around three-quarters of Daf output being sold within Europe, it is subject to the vagaries of the market.

• Positive steps are being taken to expand sales in the Middle East and African markets, to reduce dependence on Europe and to spread the risk of sales setbacks over a greater number of countries.

Last year, Daf took around 35 percent of the Dutch heavy-truck market with sales of 4,000. In Belgium it gained 18 percent (on sales of 1,200). The bigger French market accounted for in excess of 1,800 units (6 percent) and the UK for 1,700 (4.5 percent).

As far as Daf is concerned, it calls its market anything over 9 tonnes gross vehicle weight. Other makers and countries have different definitions.

Daf is now headed by Piet van Doorne, son of founder Hub van Doorne, who died in 1979. The co-founder, Wim van Doorne, died in 1978.

The management team comprises David Mansell (sales and marketing), Pieter Linnenbrink (financial and economic affairs), Rolf van Oorschot (product development) and Aard vander Padt (special products), in addition to chairman van Doorne.

Ford plant in Wales builds milestone engine

Ford Motor Co.'s engine plant at Bridgend in South Wales has produced 250,000 units since it opened less than a year ago.

Bridgend is the sole European source of the CVH engine, which powers most of the 1981 Ford Escorts in Britain and Europe. Approximately 70 percent of Bridgend's output is exported, with the majority of export production going to West Germany. A few hundred units are supplied to assembly plants in Portugal and Uruguay.

REGISTRATIONS OVERSEAS

FRANCE
Cars

	2 mos., 1981	2 mos., 1980
Alfa Romeo	3,095	4,126
BL	3,274	3,710
BMW	3,407	2,746
Datsun	2,720	2,372
Fiat Auto	10,868	9,950
Ford	15,440	10,097
General Motors	4,292	6,067
Honda	300	807
Lada	1,943	2,183
Mazda	673	1,892
Mercedes-Benz	2,358	2,510
Mitsubishi	630	428
Peugeot SA	88,618	122,189
Citroen	37,620	51,924
Peugeot	36,953	52,348
Talbot	14,045	17,917
Renault	109,154	132,783
Toyota	2,325	2,306
VAG	18,174	13,025
Volvo	1,273	1,283
Others	767	1,110
Total	269,310	318,645

UNITED KINGDOM
Cars

	3 mos., 1981	3 mos., 1980
Alfa Romeo	1,557	3,140
BL	86,877	95,226
BMW	4,949	3,946
Datsun	28,738	22,624
Fiat Auto	15,462	15,374
Ford	127,944	162,831
General Motors	36,229	48,393
Honda	4,262	7,723
Lada	3,689	4,321
Mazda	4,514	3,250
Mercedes-Benz	3,304	2,879
Mitsubishi	3,659	2,958
Peugeot SA	33,561	49,347
Renault	21,842	31,090
Rolls-Royce	416	510
Saab	2,538	2,255
Skoda	1,482	2,188
Toyota	4,511	9,062
VAG	19,631	19,302
Volvo	11,520	12,897
Others	3,699	3,403
Total	420,384	502,719

JAPAN
Cars

	2 mos., 1981	2 mos., 1980
Daihatsu	10,908	13,534
Fuji	7,614	10,233
Honda	23,109	22,737
Isuzu	8,072	9,290
Mitsubishi	30,520	30,525
Nissan	100,234	112,177
Suzuki	10,041	10,532
Toyo Kogyo	28,770	27,125
Toyota	128,726	136,146
Imports (all)	5,417	7,037
Total	353,411	379,336
Trucks, buses		
Daihatsu	30,472	23,923
Fuji	18,358	14,479
Hino	5,800	8,343
Honda	18,275	13,741
Isuzu	18,017	21,829
Mitsubishi	38,853	42,910
Nissan	48,606	48,254
Nissan Diesel	2,933	4,160
Suzuki	48,525	36,144
Toyo Kogyo	24,124	30,380
Toyota	57,107	64,278
Total	311,088	308,441
Total vehicles	664,499	687,777

WEST GERMANY
Cars

	3 mos., 1981	3 mos., 1980
Alfa Romeo	3,327	4,503
BL	1,509	1,741
BMW	34,019	40,116
Daihatsu	2,443	859
Datsun	11,352	10,936
Fiat Auto	25,471	26,996
Ford	99,065	69,305
General Motors	107,568	123,686
Honda	10,133	11,612
Lada	1,467	1,966
Mazda	13,322	11,371
Mercedes-Benz	66,262	69,302
Mitsubishi	13,721	7,865
Peugeot SA	27,652	34,072
Porsche	2,690	3,057
Renault	29,496	36,179
Saab	712	650
Suzuki	1,963	354
Toyota	15,441	14,269
VAG	187,551	227,934
Audi	43,739	69,001
VW	143,812	158,933
Volvo	3,720	4,984
Others	2,439	2,287
Total	661,425	704,152

SWEDEN
Cars

	3 mos., 1981	3 mos., 1980
Alfa Romeo	155	93
BMW	555	549
Daihatsu	207	140
Datsun	1,228	1,543
Fiat Auto	786	1,319
Ford	5,657	4,235
General Motors	4,108	5,298
Honda	952	1,157
Lada	722	537
Mazda	2,270	1,635
Mercedes-Benz	1,272	1,552
Mitsubishi	722	—
Peugeot SA	1,532	2,272
Renault	752	1,435
Saab	6,492	6,580
Toyota	1,062	2,060
VAG	4,678	6,171
Volvo	13,247	14,450
Others	96	171
Total	46,441	51,217

SOUTH AFRICA
Cars

	12 mos., 1980	12 mos., 1979
Alfa Romeo	7,237	4,592
BL	4,364	3,570
BMW	11,218	8,271
Datsun	30,551	22,238
Fiat Auto	4,829	6,803
Ford	41,442	32,781
General Motors	27,372	15,971
Mazda-Mitsubishi	43,090	38,624
Mercedes-Benz	9,058	7,433
Peugeot	12,076	9,382
Renault	6,211	3,216
Toyota	24,330	15,579
VW-Audi	55,186	44,754
Total	276,964	213,214

Will Talbot-Iran car deal survive turmoil in Tehran?

The delicacy of negotiations with current Iranian authorities has been underlined again by the recent experience by the UK Talbot Division of the Peugeot SA group.

The former Chrysler company had a thriving business supplying CKD kits of its Arrow sedan to Iran, where it was assembled as the Peykan. But that lucrative little sideline, reputedly worth some $250 million each year, fizzled up when the Shah was swept from power.

Talbot retained its links with the country, most notably through its chairman, George Turnbull, who had previously run the operation which put together those kits, the National Car Co., part of Iran National Industrial Manufacturing.

Other manufacturers, however, were known to be keen to pick up the pieces when the revolutionary fervor in the country had subsided.

Then came Talbot's news at the end of April that it expected to sign contracts within weeks that would earn the company 1 billion pounds (around $2.1 billion) over a five-year period.

• A few days later came reports from Tehran's chief government spokesman that he knew nothing of the deal. He was quoted as expressing doubts that Iran possessed sufficient foreign currency reserves to finance the order.

All of which left observers wondering: Is there a deal or not?

Talbot says its negotiations with NCC centered around a $1.5 billion deal to supply 100,000 kits a year for five years. Additional spare parts for existing Paykans, Paykan pickup adaptations and drive-trains for locally assembled Mazda pickups would net an additional $500 million.

There seems little doubt, though, that anything NCC wishes to do would require the full blessing of the country's religious leaders.

Talbot is confident the much-needed order will go through. But an executive from a rival company—perhaps exhibiting a touch of jealousy — remarked, "I'll believe it when it happens, and only then."

More auto plants close in Belgium

British Leyland ended operations at the Senefie assembly plant on March 31, thus closing a period of industrial activity in Belgium that began with Standard Vanguard assembly in 1950.

It was the second severe blow to Belgium's auto industry, for in December, 1980, Citroen closed its assembly plant at Forest, Brussels, which had been opened in 1926.

Worse may be yet to come. Renault has a big factory at Haren and has told the Belgian authorities that operations cannot continue at the present rate unless Belgium takes effective action to reduce its imports from Japan.

GM to cut back product line at Delco in Britain

General Motors, Ltd., is abolishing production of spark plugs, alternators and air cleaners at its AC Delco operation in Britain, following sharply falling demand both for British and European GM cars.

Sales of vehicles by GM were off 14 percent on a retail basis in Europe in 1980. They continued to plummet, falling 17.3 percent during January-March, 1981, compared with a year earlier, a GM spokesman said.

The United Kingdom plant supplied both British and European-produced GM cars.

The drop in sales was further complicated by the strength of the British pound and a high 12.5 percent British inflation rate—both of which had been driving up the costs of British-produced parts vis-a-vis those in other European countries, a spokesman said.

GM said 1,000 workers would lose their jobs, equal to 13 percent of AC Delco's total employment in Britain, as a result of the move.

GM had previously trimmed 450 other jobs at the Delco operation and had announced plans to trim 5,700 out of 29,000 employes at Vauxhall Motors, another British subsidiary.

world news briefs

Ford in better shape

Ford's European sales in the first quarter of this year (346,000) equal the company's alltime record first quarter of 1979. The total European market has fallen by over 7 percent in the same period, reports Sales Vice President William P. Benton.

More for Fiat, less for Renault

Fiat is to buy Renault's 24.5-percent stake in the Sofim diesel business in Italy. It takes Fiat's share to 95 percent, the remainder being held by Alfa Romeo.

Iron Curtain parts for the Japanese

East Germany is about to buy 10,000 Mazdas from Japan worth an estimated $40 million. It represents a sales breakthrough in Eastern Europe by the Japanese.

Eaton goes to India

Eaton Axles is setting up a joint company with Wheels India and Sundaram Finance to manufacture medium and heavy-duty truck axles in India. Phase 1 comes into force within the year.

Alfasud's hatchback near

The hatchback version of the Alfasud sedan is to be launched next month. Meanwhile, last year's company report indicates that the Alfasud plant at Pomigliano d'Arco registered a loss of approximately $65 million, sufficient to offset profits at Arese, Milan.

UK unions say 'No' to Ford

Ford of Europe, trying to introduce Japanese-style quality circles in all its plants, has had the idea rejected by UK union leaders. The concept, part of what the company calls its "After Japan," or AJ, program, has been introduced in many of its German and Spanish factories.

Renault's new vans make gains

Renault's recently introduced Trafic and Master light vans have helped the company improve sales in the opening two months in France. Registrations were up 16 percent, on a market improvement of 3 percent. Trafic is being made at a rate of 220 a day, Master at 60 a day.

Fiat plans cutbacks

Fiat is to cut two separate weeks' production in June and July. A total of 68,000 workers will be affected. The only output not involved will be the economy Panda and Autobianchi A-112.

Scania lands Algerian order

Scania-Bussar has won a $53-million order for 457 intercity buses from Algeria's national bus company. A $5.5 million order for 100 Leyland Landtrains has been won in Nigeria. Leyland calls it a "major breakthrough" for its Third World export heavy truck.

BMW profits fall

BMW reported after-tax profits of DM160 ($71) million last year compared with DM175 million the previous year. Sales rose nearly 10 percent to $3.6 billion.

Renault men move in

Following Renault's 50-percent acquisition of Peugeot SA's truck interests in Europe, new top men have been moved into the UK and Spanish manufacturing divisions. Laurent Brisset becomes chairman of what is now Karrier Motors in the UK and Jean Rigollet becomes managing director of Spanish Dodge operations.

Big dip in Belgium

New auto registrations in Belgium dropped 24 percent in the opening quarter of this year. To the end of March 100,737 cars had been registered, including 27.2 percent Japanese, compared with 20.5 percent in the year-earlier period.

Rennes assembles 2-CV

Citroen's Rennes factory will assemble an additional 60 2-CV models a day, beginning in June, following the closure of the company's Belgian factory.

When an auto becomes a bus

The French company Tissier has stretched a Citroen CX diesel station wagon to create a 14-seater coach. In addition to the extra pairs of wheels and doors, the 274-inch-long vehicle has a payload of 3,300 pounds and an all-up weight of 7,700 pounds. It was shown at the recent bus and coach exhibition in Nice.

They'll bow over next 24 months

Renault incubates new models

Renault plans to invest 3.7 billion francs (about $745 million) in new-model development and production facilities during the 1981 calendar year, and is budgeting a sum of 4.6 billion francs (about $935 million) for the same purpose in 1982.

New models of many types and sizes will make their appearance in the coming 24 months. First comes the car with the code name 142, a compact family sedan that will probably be marketed as the Sierra.

It is the European version of the car American Motors will build in 1983.

It has nothing in common with either the R-18 or the R-20, but is based on the R-14 concept, with transverse engine.

The Sierra can be regarded as a direct replacement for the R-16 that was discontinued a year ago, and as a direct competitor for the VW Passat, Fiat 131, Talbot 1510 and Peugeot 305. The 142 (Sierra) will make its debut at the Frankfurt Auto Show in September.

At the same time, the Turbo Fuego can be expected, sharing the power train with the R-18 Turbo.

About a year later, Renault will launch two new economy cars. Both are in a sense, replacements for the now-defunct R-6, one lower-priced hatchback and one up-market notchback, each planned with engines of 1,100 cc and 1,300 cc.

Renault's minicar project apparently continues on an open-ended schedule. Renault's marketing people report that there is a growing demand for a modern car, smaller than the R5, which should not be left to the Japanese (Daihatsu Cuore or Suzuki Fronte/Cervo are already on sale in Switzerland) to mop up.

Renault denies having an R-2 coming down the road, but admits that several small-car projects are under study.

The research branch is working on a multifuel two-stroke engine whose development has been farmed out to Moteur-Moderne, but that is clearly a long way from production.

PRODUCTION OVERSEAS

BRAZIL

Cars

	12 mos., 1980	12 mos., 1979
Chrysler	8,372	13,657
Fiat	160,217	129,321
Ford	120,741	127,467
General Motors	187,094	166,398
Puma	3,113	3,609
Santa Matilde	147	150
Volkswagen	509,737	520,903
Total	989,421	961,505
Trucks and buses		
Dodge	5,873	3,317
Fiat Diesel	4,757	5,545
Ford	44,715	43,408
General Motors	44,463	41,284
Gurgel	1,955	1,675
Mercedes-Benz	60,030	58,943
Saab-Scania	4,481	3,363
Toyota	4,310	4,105
Volkswagen	4,500	4,800
Volvo	702	21
Total	175,786	166,461
Total Vehicles	1,165,207	1,062,197

JAPAN

Cars

	2 mos., 1981	2 mos., 1980
Daihatsu	26,304	24,805
Fuji	31,974	29,047
Honda	137,772	123,569
Isuzu	20,493	15,330
Mitsubishi	95,574	88,782
Nissan	286,508	290,905
Suzuki	15,091	11,014
Toyo Kogyo	132,079	109,552
Tovota	350,591	376,213
Total	1,096,386	1,069,217
Trucks, buses		
Daihatsu	50,065	41,276
Fuji	39,222	33,079
Hino	11,320	11,700
Honda	23,330	15,850
Isuzu	57,493	59,825
Mitsubishi	73,282	68,023
Nissan	112,130	106,167
Nissan Diesel	7,178	7,818
Suzuki	68,025	51,607
Toyo Kogyo	58,239	60,901
Toyota	152,682	165,817
Total	652,983	622,172
Total vehicles	1,749,369	1,691,389

France

Cars

	3 mos., 1981	3 mos., 1980
Citroen	134,877	177,933
Peugeot	136,176	181,581
Talbot	52,453	89,131
Total Peugeot group	323,506	448,645
Renault	370,098	425,823
Total	693,604	874,468
Trucks and Buses		
Citroen	12,354	13,812
Peugeot	32,412	36,649
Talbot	3,228	8,332
Total Peugeot group	47,994	58,793
Renault	61,407	55,914
Unic	3,361	5,408
Total	112,814	120,181
Total vehicles	806,418	994,649

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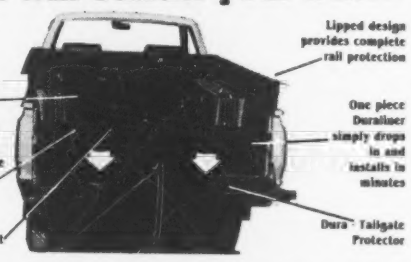
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NEW TRUCK SALES BY MAKE AND GVW CLASS

THREE MONTHS, 1981 VS. 1980★

		Group 1 6,000 pounds and less	Group 2 6,001-10,000	Group 3 10,001-14,000	Group 4 14,001-16,000	Group 5 16,001-19,500	Group 6 19,501-26,000	Group 7 26,001-33,000	Group 8 33,001 and over	Make Totals
AUTOCAR	**March, '81**	.....	.....	.....	.....	.....	.....	.....	**97**	**97**
	March, '80	.....	.....	.....	.....	.....	.....	.....	169	169
	Year to Date '81	.....	.....	.....	.....	.....	.....	.....	**300**	**300**
	Year to Date '80	.....	.....	.....	.....	.....	.....	.....	462	462
BROCKWAY	**March, '81**	.....	.....	.....	.....	.....	.....	.....	.....	.....
	March, '80	.....	.....	.....	.....	.....	.....	.....	.....	.....
	Year to Date '81	.....	.....	.....	.....	.....	.....	.....	.....	.....
	Year to Date '80	.....	.....	.....	.....	.....	.....	.....	.....	.....
CHEVROLET	**March, '81**	**28,543**	**20,531**	**1,064**	.....	**45**	**713**	**645**	**86**	**51,627**
	March, '80	33,026	31,205	112	.....	148	976	1,321	276	67,064
	Year to Date '81	**81,920**	**64,900**	**3,112**	.....	**202**	**2,228**	**2,123**	**264**	**154,749**
	Year to Date '80	95,493	100,218	656	.....	449	3,282	3,894	893	204,885
(Memo Units) #	**March, '81**	**12,003**	**6,151**	.....	.....	.....	.....	.....	.....	**18,154**
	March, '80	15,702	9,169	.....	.....	.....	.....	.....	.....	24,871
	Year to Date '81	**32,412**	**17,868**	.....	.....	.....	.....	.....	.....	**50,280**
	Year to Date '80	46,014	30,762	.....	.....	.....	.....	.....	.....	76,776
DIAMOND REO	**March, '81**	.....	.....	.....	.....	.....	.....	.....	**16**	**16**
	March, '80	.....	.....	.....	.....	.....	.....	.....	10	10
	Year to Date '81	.....	.....	.....	.....	.....	.....	.....	**35**	**35**
	Year to Date '80	.....	.....	.....	.....	.....	.....	.....	23	23
DODGE	**March, '81**	**8,439**	**5,644**	**27**	.....	.....	.....	.....	.....	**14,110**
	March, '80	8,485	11,407	496	83	.....	.....	.....	.....	20,471
	Year to Date '81	**22,785**	**15,323**	**114**	**1**	.....	.....	.....	.....	**38,223**
	Year to Date '80	22,579	33,746	1,144	91	.....	.....	.....	.....	57,560
(Memo Units) #	**March, '81**	**5,446**	**3,114**	**2**	.....	.....	.....	.....	.....	**8,562**
	March, '80	5,891	7,098	66	.....	.....	.....	.....	.....	13,055
	Year to Date '81	**14,458**	**8,568**	**12**	.....	.....	.....	.....	.....	**23,038**
	Year to Date '80	15,199	21,071	298	.....	.....	.....	.....	.....	36,568
FORD	**March, '81**	**19,811**	**33,588**	.....	.....	.....	**948**	**1,990**	**631**	**56,968**
	March, '80	21,830	39,582	48	.....	.....	1,691	2,829	1,246	57,226
	Year to Date '81	**54,739**	**96,758**	.....	.....	.....	**3,183**	**5,894**	**1,956**	**162,530**
	Year to Date '80	64,102	127,287	182	.....	.....	4,369	7,069	3,551	206,560
(Memo Units) #	**March, '81**	**8,256**	**10,459**	.....	.....	.....	.....	.....	.....	**18,715**
	March, '80	9,322	12,034	.....	.....	.....	.....	.....	.....	21,356
	Year to Date '81	**21,710**	**29,612**	.....	.....	.....	.....	.....	.....	**51,322**
	Year to Date '80	27,589	39,432	.....	.....	.....	.....	.....	.....	67,021
FREIGHTLINER	**March, '81**	.....	.....	.....	.....	.....	.....	.....	**717**	**717**
	March, '80	.....	.....	.....	.....	.....	.....	.....	1,073	1,073
	Year to Date '81	.....	.....	.....	.....	.....	.....	.....	**1,837**	**1,837**
	Year to Date '80	.....	.....	.....	.....	.....	.....	.....	3,033	3,033
VOLVO	**March, '81**	.....	.....	.....	.....	.....	**8**	**59**	**35**	**102**
	March, '80	.....	.....	.....	.....	.....	.....	43	1	44
	Year to Date '81	.....	.....	.....	.....	**1**	**8**	**154**	**105**	**268**
	Year to Date '80	.....	.....	.....	.....	.....	.....	157	34	191
GMC	**March, '81**	**4,578**	**5,826**	**4**	.....	**70**	**498**	**864**	**706**	**12,546**
	March, '80	4,397	8,485	.....	.....	49	1,311	1,413	1,356	17,011
	Year to Date '81	**13,349**	**16,529**	**4**	.....	**143**	**1,491**	**2,455**	**2,193**	**36,164**
	Year to Date '80	12,944	27,318	1	.....	131	2,582	4,177	4,028	51,181
(Memo Units) #	**March, '81**	**717**	**1,502**	.....	.....	.....	.....	.....	.....	**2,219**
	March, '80	885	2,579	.....	.....	.....	.....	.....	.....	3,464
	Year to Date '81	**2,001**	**3,881**	.....	.....	.....	.....	.....	.....	**5,882**
	Year to Date '80	2,685	7,773	.....	.....	.....	.....	.....	.....	10,458
INTERNATIONAL	**March, '81**	.....	**238**	.....	.....	.....	**1,193**	**1,706**	**1,456**	**4,593**
	March, '80	.....	1,272	.....	.....	.....	779	1,023	1,416	4,490
	Year to Date '81	.....	**1,018**	.....	.....	.....	**4,567**	**4,824**	**4,482**	**14,891**
	Year to Date '80	.....	4,529	.....	.....	.....	3,417	4,034	4,846	16,826
(Memo Units) #	**March, '81**	.....	.....	.....	.....	.....	.....	.....	.....	.....
	March, '80	.....	.....	.....	.....	.....	.....	.....	.....	.....
	Year to Date '81	.....	.....	.....	.....	.....	.....	.....	.....	.....
	Year to Date '80	.....	.....	.....	.....	.....	.....	.....	.....	.....
JEEP	**March, '81**	**2,204**	**1,404**	.....	.....	.....	.....	.....	.....	**3,608**
	March, '80	4,494	2,557	.....	.....	.....	.....	.....	.....	7,051
	Year to Date '81	**6,408**	**5,078**	.....	.....	.....	.....	.....	.....	**11,486**
	Year to Date '80	13,816	9,604	.....	.....	.....	.....	.....	.....	23,420
(Memo Units) #	**March, '81**	**2,204**	**1,025**	.....	.....	.....	.....	.....	.....	**3,229**
	March, '80	4,494	1,912	.....	.....	.....	.....	.....	.....	6,406
	Year to Date '81	**6,408**	**3,765**	.....	.....	.....	.....	.....	.....	**10,173**
	Year to Date '80	13,816	7,160	.....	.....	.....	.....	.....	.....	20,976
KENWORTH	**March, '81**	.....	.....	.....	.....	.....	.....	.....	**780**	**780**
	March, '80	.....	.....	.....	.....	.....	.....	.....	1,123	1,123
	Year to Date '81	.....	.....	.....	.....	.....	.....	.....	**2,297**	**2,297**
	Year to Date '80	.....	.....	.....	.....	.....	.....	.....	3,284	3,284
MACK	**March, '81**	.....	.....	.....	.....	.....	**92**	**8**	**1,403**	**1,503**
	March, '80	.....	.....	.....	.....	.....	27	.....	1,949	1,976
	Year to Date '81	.....	.....	.....	.....	.....	**241**	**18**	**3,992**	**4,251**
	Year to Date '80	.....	.....	.....	.....	.....	27	.....	5,522	5,549
PETERBILT	**March, '81**	.....	.....	.....	.....	.....	.....	.....	**510**	**510**
	March, '80	.....	.....	.....	.....	.....	.....	.....	678	678
	Year to Date '81	.....	.....	.....	.....	.....	.....	.....	**1,335**	**1,335**
	Year to Date '80	.....	.....	.....	.....	.....	.....	.....	2,029	2,029
PLYMOUTH	**March, '81**	**1,235**	**363**	.....	.....	.....	.....	.....	.....	**1,598**
	March, '80	2,119	847	.....	.....	.....	.....	.....	.....	2,966
	Year to Date '81	**3,442**	**1,058**	.....	.....	.....	.....	.....	.....	**4,500**
	Year to Date '80	5,431	2,445	.....	.....	.....	.....	.....	.....	7,876
WESTERN STAR	**March, '81**	.....	.....	.....	.....	.....	.....	.....	**79**	**79**
	March, '80	.....	.....	.....	.....	.....	.....	.....	164	164
	Year to Date '81	.....	.....	.....	.....	.....	.....	.....	**191**	**191**
	Year to Date '80	.....	.....	.....	.....	.....	.....	.....	305	305
WHITE	**March, '81**	.....	.....	.....	.....	.....	.....	.....	**217**	**217**
	March, '80	.....	.....	.....	.....	.....	.....	.....	476	476
	Year to Date '81	.....	.....	.....	.....	.....	.....	.....	**787**	**787**
	Year to Date '80	.....	.....	.....	.....	.....	.....	.....	1,385	1,385
MISCELLANEOUS*	**March, '81**	**26,101**	**407**	**1**	**1**	.....	**254**	**105**	**87**	**26,956**
	March, '80	26,783	.....	.....	1	4	310	136	174	27,408
	Year to Date '81	**64,757**	**766**	**1**	**2**	**3**	**754**	**331**	**272**	**66,886**
	Year to Date '80	74,456	1	3	4	11	857	414	417	76,163
TOTALS	**March, '81**	**90,911**	**68,001**	**1,096**	**1**	**115**	**3,706**	**5,377**	**6,820**	**176,027**
	March, '80	101,134	95,355	656	84	201	5,094	6,765	10,111	219,400
	Year to Date '81	**247,600**	**201,430**	**3,231**	**3**	**349**	**12,472**	**15,799**	**20,045**	**500,730**
	Year to Date '80	288,821	305,148	1,986	95	591	14,534	19,745	29,812	660,732

★—No registrations for Oklahoma, 1981 and 1980; District of Columbia, March, 1981.

#—Memo units are trucks which are part of the total listed above each entry. Chevrolet memo units are Chevy-Van, El Camino, Blazer and LUV; Dodge and Plymouth compact trucks; Ford, Econoline, Bronco and Courier; GMC, Vandura, Jimmy and Caballero; International Scout, Jeep, CJ-5 and CJ-7. *—Miscellaneous includes imports, Mercedes-Benz, Hendrickson, Oshkosh, etc.

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Automotive News

But market penetration sets a record

Import registrations dip for month

Registrations of new imported cars in January were down from year-ago levels, but their market penetration was a record for the month. That happened because registrations of domestic cars declined at an even greater rate.

Registrations of new imported cars in January totaled 174,242, down 14.29 percent from 203,302 in 1980, according to figures compiled by R. L. Polk & Co.

Import penetration of the January new-car market was 27.38 percent, just edging by the former (1980) record of 27.00 percent. Total import and domestic registrations for the month were 636,488, compared with 753,106 the preceding year.

Four of the top five imports increased their shares of the imported-car segment of the market; Datsun was the only one to come up short.

Toyota, again number one, was up 0.23 percentage points to 23.78 percent from 23.55 percent, although its actual numbers were down to 41,427 from 47,887 last year. Second-place Datsun was down 2.52 percentage points, to 18.02 percent from 20.54 percent.

Honda helped itself to 16.52 percent of the import segment, up 2.61 percentage points from 13.91 percent. Volkswagen had 9.62 percent, up 0.60 percentage points from 9.02 percent, and Mazda was up 1.19 percentage points to 8.22 percent from 7.03 percent.

VW registrations include both imported cars and those produced in this country by Volkswagen of America.

Subaru's share increased to 5.40 percent in January from 4.90 percent a year earlier. Mercedes-Benz squeezed past its year-ago share, to 2.37 percent from 2.27 percent. Volvo, earning 2.14 percent, and Audi with 1.66 percent, were eighth and ninth in ranking this year whereas they were not among the top 10 in 1980. Arrow/Champ was 10th, with 1.57 percent of the import total, down 1.20 percentage points from 2.77 percent last year.

The top 10 imports accounted for 89.30 percent of the January registrations, compared with 89.85 percent a year earlier.

By country of origin, Japan continued its firm grasp of more than three-quarters of the import market segment, with 75.94 percent of the total, down slightly from 76.31 percent a year earlier.

German penetration remained stable, with 17.76 percent this January compared with 17.59 percent in 1980. France increased its share to 1.92 percent from 1.20 percent, while British imports slipped to 0.60 percent from 0.84 percent.

The Italian segment of the import market dropped to 1.09 percent from 1.52 percent a year ago. Passenger cars from Sweden accounted for 2.69 percent of import registrations, up from 2.54 percent.

Registrations by country of origin in January with year-earlier figures in parentheses were: Japan, 132,321 (155,130); Germany, 30,972 (35,770); Sweden, 4,684 (5,167); France, 3,335 (2,433); Italy, 1,887 (3,097), and Great Britain, 1,043 (1,705).

Registrations of imported light trucks in January totaled 31,587, down 27.50 percent from 43,574 a year earlier.

Registrations of imported trucks in January by nameplate with year-earlier figures in parentheses were: Toyota, 7,995 (11,341); Datsun, 6,495 (8,979); Chevrolet LUV, 5,134 (8,275); Ford Courier, 4,613 (6,640), and others, 7,350 (8,339).

IMPORT REGISTRATIONS SHARES IN U. S.

JANUARY

	Regis. Jan., 1981	Percent Share of Market	Regis. Jan., 1980	Percent Share of Market	Pct. Pt. Change '81 vs. '80
Toyota	41,427	23.78	47,887	23.55	+ 0.23
Datsun	31,392	18.02	41,759	20.54	— 2.52
Honda	28,780	16.52	28,288	13.91	+ 2.61
Volkswagen	16,768	9.62	18,339	9.02	+ 0.60
Mazda	14,326	8.22	14,295	7.03	+ 1.19
Subaru	9,412	5.40	9,966	4.90	+ 0.50
Mercedes-Benz	4,129	2.37	4,612	2.27	+ 0.10
Volvo	3,738	2.14	...	.....	.....
Audi	2,896	1.66	.....	.....	.....
Arrow/Champ	2,731	1.57	5,626	2.77	— 1.20
All Others	18,643	10.70	20,633	10.15	+ 0.55
TOTAL	174,242	.....	203,302	.....	.....
Share of U. S. Total	.....	27.38	.....	27.00	+ 0.38

Registrations not available for Oklahoma, delayed for Maine, New Hampshire and Hawaii.

Jim Foreman expands

SPRINGFIELD, O.—Jim Foreman, president of Jim Foreman Pontiac-Datsun, has built a new showroom adjacent to his other facilities. The 1,200-square-foot, $85,000 structure will be used to display Datsuns.

Sale of 'as is' used cars proposed in Massachusetts

BOSTON. — Used cars could be sold "as is" if they cost $1,200 or less, under a bill filed in the Massachusetts Legislature by Senator Philip L. Shea, of Lowell.

But State Consumer Affairs Secretary Eileen Schnell is bitterly opposed to the proposal, noting that only four states allow the suspension of implied warranty in the sale of used cars. They are Kansas, Maryland, Mississippi and West Virginia.

"Why should we leave the company of those states that are in the forefront of protection of consumers in this area?" she asked during a hearing.

Shea has said that he hopes in future bills to increase the dollar amount to perhaps $3,000 under which a car could be sold "as is."

Shea's current bill is being supported strongly by the Massachusetts State Automobile Dealers Assn. in a plan under which a car would be clearly marked to be sold "as is" with no implied warranty.

Shea claimed the bill would benefit the consumer through an increase in affordable cars. He said it would help the dealers since they would not have to spend a lot of money reconditioning cars, and thus add that cost to the price of the vehicle.

Senator Samuel Rotondi, of Winchester, sought to have the bill killed or tabled. He said that to let the bill go through in its present state would give the dealers no incentive to take care of safety-related repairs.

Shea has been pushing his bill for several years, and each time it has failed to make the grade.

Plaza Motor Co. opens its doors

The opening of Plaza Motor Co. in Creve Coeur, Mo., was recognized officially as Mayor Dielman cut the ceremonial ribbon. Participants before the new showroom full of Mercedes-Benz, Porsche and Audi passenger cars are, from left: Fred Saur, Plaza Motor Co. president; Don Moeller, Graystone Construction Co.; Lou Chiodini, architect with Chiodini & Associates, and F. A. Pandjiris, dealership general manager.

What's The Automotive World Coming To?

□

FIND OUT — TURN TO PAGE 52

42 pct. lower than 1979 levels

3-month truck registrations dive

Continued from Page 10

slump after the first quarter that year.

Group 1 tallies through March were down 14.8 percent, from 290,526 in 1980 to 247,400, while the Group 2 total of 201,430 units was off 34.1 percent from last year's 305,866.

In 1979, there were 299,041 Group 1 registrations and 477,564 in Group 2.

Medium-truck registrations in the first three months were down 15.9 percent from a year ago and 66 percent below the total through March in 1979.

This year, the count was 12,824, compared with 15,247 last year and 37,685 two years ago.

Only three Group 3 trucks were registered in the first three months, as against 95 a year ago and 3,899 in 1979. Again, the drastic downturn reflected the slump in the RV business.

Group 5 tallies totaled 349, down 41 percent from the year earlier 592, and the Group 6 count was 14.3 percent lower, 12,472 versus 14,560. Two years ago, there were 579 Group 5 registrations and 33,207.

Heavy-truck registrations for the three months totaled 35,845 units, a decline of 27.8 percent from the 49,631 tallied a year ago. In 1979, the total was 48,336.

Group 7 tallies were down 20.2 percent, from 19,791 a year ago to 15,799, and the Group 8 count was off 32.8 percent to 20,046 units, compared with 29,840 last year.

Two years ago, the Group 7 total was 10,852, and the Group 8 figure 37,484.

Ferrari added

ST. LOUIS.—Brentwood Volvo has added the Ferrari line.

Exchanging views

Although they voiced some sharply contrasting views at a "grass roots" auto seminar in Elmira, N. Y., industry figures shared a joke, as well. From left, are NADA President Wendell Miller, AIADA President Robert McElwaine and Ford Vice President Wayne Smithey.

Rural N. Y. dealers stage day-long seminar

'Grass roots' hears industry issues

ELMIRA, N. Y.—Eleven dealers in rural, upstate New York attracted major auto industry figures and 140 participants for a one-day "grass roots" seminar on where the industry is headed.

The Chemung County Auto and Truck Dealers Assn. organized what it called The Elmira Conference, which attracted dealers, lessors, potential customers and industry representatives from New York and northern Pennsylvania.

NADA President Wendell Miller told the group the current auto trauma appears to be temporary, and he predicted the rest of the decade will be an "exciting and innovative period" because of new products. It will be very profitable for dealers who survive, he predicted.

Inflation and high interest rates are serious deterrents to his optimistic forecast, Miller said. He pointed to the sharp breach between dealers and factory over prices.

On the most recent General Motors price increase, Miller said: "It was totally irresponsible and the timing was ridiculous—coming just as the Administration was on the verge of announcing what it was going to do for the auto industry."

Robert McElwaine, president of the American International Automobile Dealers Assn., reported on the resentment he witnessed in Japan because the Japanese saw no evidence of the U. S. industry making sacrifices while it was demanding import restraints.

Wayne Smithey, Ford Motor Co. vice president of Washington affairs, outlined his company's stance on the Japanese issue and called for changes in the emissions regulations.

Barry W. David, manager — national dealer lease and finance, GMC Truck & Coach Division, outlined the pros and cons of leasing and truck rental.

Patrick A. Brescia, Northeastern Regional sales manager, Ford Division, took a look at the future of the auto and the demographics of auto buyers.

Truckers report on fuel savings

Continued from Page 10

states currently banning 65-foot twin trailers were to permit their operations, she noted, and savings of 51 million gallons would be possible if Arkansas, Illinois, Indiana, Missouri and Tennessee raised their weight limits to the 80,000 pounds that is the federal standard.

She said the ATA is completing a study that is expected to show that for comparable freight movements, the relative energy efficiency of rails to trucks is 1.3 to 1 for fuel-efficient tractor semitrailers at 80,000 pounds, and 1.2 to 1 for fuel efficient twin-trailers at 80,000 pounds.

Heavy-truck registrations rise, but not to 1980 level

Continued from Page 10

fewer than the 48,336 units registered in the first quarter of 1979, the best year ever for heavy trucks.

Group 7 tallies in March totaled 5,377 units, down 20.5 percent from the year-earlier 8,765. The three-month count was off 20.2 percent to 15,799 units, compared with 19,791 in the same period in 1980.

March registrations of Group 8 trucks were off 32.5 percent, from 10,111 units a year ago to 6,820. Through March, the total was 20,046, a decline of 32.8 percent from last year's first quarter.

International's three-month total of 9,306 registrations accounted for almost 26 percent of the industry total, compared with 17.92 a year ago on 8,880 tallies. International's share was up 8.04 percentage points over a year ago.

No. 2 Ford, the industry leader in 1980, had 7,850 tallies through March, down 26 percent from last year's 10,620 units. Despite the slump in registrations, Ford's penetration was up 0.47 points.

The biggest losses in penetration were suffered by GMC and Chevrolet.

GMC's share of the industry total in the first quarter dropped 3.59 points, from 16.56 percent in 1980 to 12.97 percent. Chevrolet acounted for only 6.66 percent of the total this year, down three points from the year-earlier 9.66 percent.

'Steal-on-order' ring broken in Boston

BOSTON.—Police have broken another "steal-on-order" car-theft ring in Boston.

Nine people, including two former federal police officers at the U. S. Capitol, were arrested after the Suffolk County Grand Jury handed down secret indictments charging them with participating in a luxury-car theft ring. Investigators recovered $130,000 worth of expensive cars, including a BMW, a Cadillac and a Mercedes-Benz.

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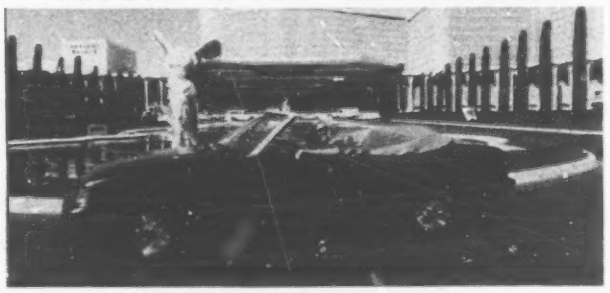

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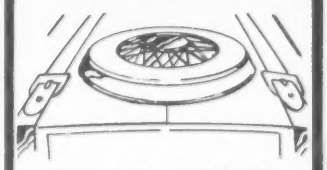

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For More Information
See Page 52

Group calls for federal funds

Highway repair needed for growth, HUF says

WASHINGTON. — America can't have a first-class economy with a second-class highway system, a spokesman for the Highway Users Federation told House and Senate subcommittees.

Completion and preservation of the Interstate System and funding for primary highways and bridge repairs should be federal priorities, J. C. Landen, HUF chairman told a subcommittee of the House Public Works and Transportation Committee. His remarks, concerned HR 3210, a proposed one-year highway bill.

Limited dollars make it "essential to concentrate on those facilities of greatest use to the greatest number of travelers, shippers and carriers," Landen said.

He urged permanent extension of the Highway Trust Fund, which finances some federal-aid highway projects.

Landen said HUF supports proposed highway funding ceilings to help stabilize the national economy and reduce inflation.

He called the bill "a needed first step to keep the federal-aid program moving at a responsible level while long-range highway policy is reviewed in greater detail."

Landen expressed reservations over proposed changes to the Interstate 3-R apportionment formula, which provides funds to resurface, restore and rehabilitate deteriorated segments of the system.

"Changing the apportionment formula for a one-year period may prove counterproductive," he said.

Landen's remarks were expanded in testimony before the Transportation Subcommittee of the Senate Committee on Environment and Public Works, concerning long-term highway funding proposals.

Landen said "completing and preserving the Interstate System is the single most important federal highway obligation."

He supported stabilizing future cost estimates by adhering to the mileage, design concepts and other construction features in the 1981 Interstate Cost Estimate. He recommended Congress set a 1990 goal to fully repair all bridges on federal-aid highway systems.

Landen also testified in favor of more funding for Interstate upgrading and preservation, proposing that the federal share be increased from 75 to 90 percent.

Consolidated highway safety programs would simplify and streamline delivery of federal-aid funds, as well as provide more state flexibility in dealing with safety problems, Landen said.

HUF is a coalition of businesses, industries and associations.

DeLorean backs federal aid on R&D for small business

WASHINGTON.—John Z. DeLorean, a bit of an innovator himself, thinks Congress has a good idea in proposed legislation that would require federal agencies with research and development budgets of more than $100 million to earmark one percent of those funds for small business.

Introduced by Republican Senators Lowell Weicker Jr., of Connecticut, and Warren Rudman, of New Hampshire, the bill's intent is to use small, innovative firms more effectively in federal research and development and to attract private capital necessary to get new technologies developed with federal funds into the marketplace.

Robert Benjamin, a director of DeLorean Motor Co., said he had been asked by DeLorean to express to the Senate Committee on Small Business his strong support for the measure because "he fervently believes that small business holds the key to future innovation in this country."

Benjamin said innovators are frequently punished in large corporations for threatening the position of their bosses and frequently suffer in small businesses for lack of funds to carry their ideas to fruition.

"Inadequate access to private capital and delays in obtaining or unavailabiilty of government financing results in many of this country's most promising new ideas never being added to society's pool of industrial arts knowledge," Benjamin said.

"I believe this legislation is a step forward toward encouraging American small businessmen to bring into production innovations that might otherwise die on the vine," he said.

Insurer offers rewards for stolen-car recovery

HARTFORD. -- Aetna Life & Casualty Insurance Co., which was involved in auto theft in 1980 to the whopping total of $25 million, is offering cash awards to company employes identifying insured, abandoned vehicles that are recorded as stolen by the National Automobile Theft Bureau.

Any of Aetna's 38,000 employes providing information leading to recovery of a stolen vehicle insured for theft by AL&C will get a $50 reward. A reward of $25 will go to those involved in recovery of a stolen vehicle theft-covered by another insurance company.

Used car sales
Auction Averages

May to date	$4,299
Month ago	$4,087
Year Ago	$3,193

Model breakdown
Auction Averages

	MAY TO DATE	APRIL	MARCH
1981	$7,527	$8,014	$8,432
1980	5,683	5,872	5,698
1979	4,852	4,807	5,001
1978	3,799	3,748	3,681
1977	3,076	2,866	2,888
1976	2,243	2,144	2,226
1975	1,663	1,605	1,525
1974	1,404	1,358	1,347
Overall Average	$4,299	$4,116	$4,076

EPA fuel snafu scratches '81 Volvo diesel for U.S.

WASHINGTON. — For want of a little extra time, Volvo will not have any diesels to sell in the U. S. this model year.

The company had wanted to certify its popular diesel model for all 50 states this year but ran into problems at the EPA testing facility in Ann Arbor, Mich., not for failing to meet the requisite emission standards but because of calibration problems.

The 1981 Volvo diesel met the emission standards at Volvo's laboratory and at an independent laboratory but not at EPA's. A lot of head scratching and refiguring eventually showed the problem to lie with EPA's test fuel but by then the company had missed the "build window" on the car for the 1981 model year.

Volvo of America sold approximately 5,000 diesel-powered models in the U. S. in 1980 despite entering the market late in the year. It has a few left over and is portioning these out to its dealers but concedes it will be out of diesels for some time.

According to a spokesman for the company, no new diesels will be available until late September or early October.

The company decided to skip the 1981 model year and introduce the cars as 1982 models. The new cars will be somewhat more fuel efficient and, while not drastically different from their predecessors, will be somewhat better appointed.

factories list auction dates

American Motors

May 27—Southern Auto Sales, St. Main St., Warehouse Point, Conn.; Kansas City Automobile Auction, 1100 Elmwood Ave., Kansas City, Mo.

May 28—Aptco Auto Auction, 20911 Gladwin, Taylor, Mich.

May 29—Concord Auto Auction, Hosmer St., Acton, Mass.

AMC sales are open to all dealers.

Chrysler Corp.

May 27—Columbus Fair Auto Auction, Obetz (Columbus), O.

May 28—Big "H" Auto Auction, Houston.

Chrysler sales are restricted to Chrysler Corp. dealers.

Ford Motor Co.

May 27—Concord Auto Auction, Hosmer St., Acton, Mass.; Golden Gate Auto Auction, 6010 Stevenson Blvd., Fremont, Calif.

used-car auction directory

Display Rates: $53.00 per column inch (minimum space, 1 inch on 1 column). Listing Rates: (Maximum: Four lines of type - 1 time, $13.50; 13-times, $11.50; 26-times, $10.00; 52-times, $9.00. For Frequency Display Rates Contact Want Ad Dept., Automotive News, 965 E. Jefferson, Detroit 48207. Phone (313) 567-9520. Closing: 10 days in advance.

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OHIO

Ohio Auto Auction. The Tuesday sale. 3905 Jackson Pike, Columbus, Ohio 614-871-2771.

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Domestic makers schedule 160,398 cars

Auto production declines for week

By Patricia Hoffman
Staff Writer

U. S. auto production last week slipped below the previous week's total, the first such decline this month. The week's total, however, remained above the comparable 1980 week's output.

The domestic manufacturers scheduled 160,398 cars last week, down 6.98 percent from the 172,443 built in the previous week, but up 33.86 percent from 119,827 completed in the comparable week last year.

So far this year, the makers have built 2,729,857 autos, down a slight 1.62 percent from the 2,774,920 assembled through May 24, 1980.

Breakdown for last week by company is: General Motors, 62.28 percent of production; Ford Motor, 22.29 percent; Chrysler Corp., 10.91 percent; Volkswagen of America, 2.59 percent; American Motors, 1.87 percent and Checker Motors, 0.06 percent.

Daily overtime was scheduled last week at Ford's Dearborn, Wixom, Metuchen, Wayne, Louisville, Kansas City and Atlanta plants.

The Louisville, Kansas City and Atlanta assembly plants also worked last Saturday.

Overtime is slated this week at 10 assembly plants.

Chrysler's Belvidere, Jefferson and Newark points will all work nine-hour shifts this week (May 25).

Ford's Atlanta, Dearborn, Metuchen, Wayne, Wixom, Louisville and Kansas City plants are on overtime schedules this week with Kansas City, Atlanta and Wayne also working Saturday (May 30).

VWoA has scheduled production cuts at its Westmoreland plant effective June 8. It will be the first production cut for the U. S. car plant since it began building Rabbits in 1979.

Output at the plant will be reduced from 1,120 units per day to 752 per day, and 240 workers will be put on indefinite layoff.

The plant will be down the week of June 1 in preparation for the cuts.

GM's Detroit (Cadillac) point will resume two-shift operations tomorrow (May 26).

Pirelli and Dunlop Tire split after years of drifting

By Jan P. Norbye
Staff Correspondent

The vagueness of their formula for cooperation, which is now in its 10th year, is perceived as the major cause for the split between Dunlop and Pirelli.

Their failure to have reached agreement in advance on how to deal with business setbacks, outside partners and financing of new product development always posed a grave menace to the stability of the union. In recent times, Pirelli's dissatisfaction with the arrangement led to new negotiations, which ended with the breakup of the partnership instead of its reinforcement.

One major point of contention of Dunlop's refusal to invest in the jointly owned Industrie Pirelli, leaving the Italian firm to shoulder the full financial burden of defending its place in the industry. As a result, Dunlop's share of the joint subsidiary dwindled from 50 to 19 percent.

The Dunlop parent company has also undergone something of an identity change. In September, 1980, Malaysian interests acquired Dunlop shares, giving them a 28-percent interest in the business (perhaps more), according to some sources.

Pirelli reacted by selling off a big part of its holdings in Dunlop, Ltd. The Pirelli parent company now owns 58 percent of Industrie Pirelli, having raised its capital stock a year ago by ceding a 23-percent stake to a consortium of creditors under Mediobanca leadership.

Now Pirelli will buy back Dunlop's share in Industrie Pirelli for an amount of 19.6 million pounds sterling, payable by the end of the 1981 calendar year.

Truck production declines but tops year-ago week

U. S. truck production last week fell below the previous week's output, but the total was substantially above that of the comparable 1980 week.

The truck makers slated 37,385 units last week, down 11.32 percent from 42,155 trucks completed in the previous week, up 46.30 percent from 25,544 units built in the comparable week last year.

So far this year, the truck makers have completed 715,345 units, down slightly from the 716,830 trucks built through May 24, 1980.

Downtime was slated last week (May 18) at two assembly plants. General Motors' Flint point was down for one week for inventory adjustments and American Motors' Toledo assembly point also was idle.

Chrysler's Warren truck plant will work a daily nine-hour shift this week (May 25).

Ford Motor scheduled daily overtime last week at its Kentucky truck point. The plant also is slated to work next Saturday (May 30).

Also at Ford, daily overtime is slated this week (May 25) at the Ohio truck plant.

Volkswagen of America has scheduled downtime at its Westmoreland truck assembly point for one week beginning June 1. When the plant resumes operations June 8, production of its pickups will be cut from 280 units per day to 188 per day. The production cut will put 60 workers on indefinite layoff.

Canadian output drops again in short work week

Canadian auto production during the shortened holiday week last week fell below the previous four-day week's output. The total for the week, however, rose above the comparable 1980 week's total.

The Canadian auto makers slated 18,219 units last week, a drop of 9.40 percent from the 20,109 built in the previous week, but up 19.71 percent from 15,219 completed in the comparable 1980 week.

The Canadian truck makers built an estimated 9,822 units during last week's holiday week, a drop of 12.90 percent from 11,276 in the previous shortened week, and down 1.96 percent from the 10,018 trucks completed in the comparable week last year.

Year-to-date, the truck makers have assembled 226,145 units, down 2.92 percent from the 232,951 trucks built through May 24, 1980.

Chrysler Corp.'s Windsor car assembly plant, down since May 11, will resume June 1, adding a second shift to begin production of the Chrysler LeBaron, Dodge Diplomat, and Plymouth Caravelle. With the additional shift, workers will be recalled from indefinite layoff.

American Motors scheduled overtime last week at its Brampton assembly point, making it the third consecutive week of 10-hour daily shifts at the plant.

Ford Motor scheduled daily overtime last week at one car and one truck assembly point.

Ford's St. Thomas car plant worked overtime last week and will continue on overtime schedules this week (May 25).

Also on overtime last week was Ford's Oakville truck point.

U. S. CAR PRODUCTION

	Week Ended May 23, 1981	Week Ended May 24, 1980	Week Ended May 16, 1981	May to Date	Jan. 1 to May 24, 1980	Jan. 1 to May 23, 1981
AMERICAN MOTORS	3,000*	2,978*	3,000*	9,160*	74,475*	43,854*
AMX	.....	.....	.....	.....	.....	.....
Spirit	.....	.....	.....	.....	.....	.....
Concord	.....	.....	.....	.....	.....	.....
Eagle	.....	.....	.....	.....	.....	.....
Pacer	.....	.....	.....	.....	.....	.....
CHRYSLER CORP.	17,500	16,850	20,617	60,112	274,989	335,661
Plymouth Total	9,900	8,050	12,046	34,385	126,370	171,001
Horizon	3,900	3,300	4,296	13,194	66,238	64,772
Reliant	6,000	.....	7,750	21,168	.....	96,642
Volare	.....	3,400	.....	.....	46,817	.....
Caravelle	.....	550	.....	23	3,126	2,139
Gran Fury	.....	800	.....	.....	10,189	7,448
Chrysler Total	.....	2,150	.....	271	35,492	22,098
LeBaron	.....	1,900	.....	271	27,171	17,236
Chrysler	.....	250	.....	.....	8,321	4,862
Dodge Total	7,600	6,650	8,571	25,456	113,127	142,562
Omni	2,700	2,800	3,501	10,230	58,565	49,326
Aspen	.....	2,300	.....	.....	33,497	.....
Aries	4,900	.....	5,070	15,155	.....	76,910
Diplomat	.....	1,000	.....	71	12,756	12,644
St. Regis	.....	550	.....	.....	8,309	3,682
FORD MOTOR	35,746	25,155	36,931	112,386	548,375	579,781
Ford Division	23,571	18,655	24,351	74,714	398,338	398,956
Escort	5,619	.....	6,862	21,679	.....	152,227
Pinto	.....	3,300	.....	.....	41,898	.....
Fairmont	5,167	6,400	6,052	18,515	116,320	84,523
Must./Must. II	4,846	4,000	4,312	14,187	109,040	63,780
Granada	2,670	3,000	2,611	6,037	32,515	32,446
Thunderbird	2,154	.....	2,155	6,982	58,317	30,245
Ford	2,115	1,955	2,359	7,314	40,248	35,735
L-M Division	12,175	6,500	12,580	37,672	150,037	180,825
Mercury Total	10,125	5,100	10,530	31,153	133,792	153,583
Bobcat	.....	600	.....	.....	8,876	.....
Lynx	2,286	.....	2,278	7,336	.....	52,426
Capri	1,970	1,300	2,032	6,293	32,282	21,291
Zephyr	1,851	2,100	2,049	6,070	38,728	24,018
Cougar/Monarch	1,651	1,100	1,753	3,873	10,044	16,679
XR-7	1,072	.....	1,096	3,387	20,978	12,898
Mercury	1,295	.....	1,322	4,194	22,884	26,271
Lincoln Total	2,050	1,400	2,050	6,519	16,245	27,242
Lincoln	1,025	600	1,026	3,260	6,010	13,171
Mark VI	1,025	600	1,024	3,259	8,174	14,071
Versailles	.....	200	.....	.....	2,061	.....
GENERAL MOTORS	99,892	70,384	107,637	313,466	1,792,851	1,690,669
Buick Division	19,412	16,859	21,451	66,037	357,449	389,197
Skylark	5,263	4,194	5,885	17,862	95,819	106,304
Century	2,430	4,060	2,518	8,718	78,590	74,385
Regal	7,047	4,860	7,944	23,501	92,847	114,686
Buick	3,306	3,745	3,696	11,531	69,115	69,044
Riviera	1,366	.....	1,408	4,425	21,078	24,778
Cadillac Division	4,301	2,145	4,254	14,044	93,050	112,071
Cimarron	241	.....	123	582	.....	761
Seville	465	.....	477	1,495	16,725	12,048
Eldorado	1,475	.....	1,525	4,771	23,492	27,453
Cadillac	2,120	2,145	2,129	7,196	52,833	71,809
Chevrolet Division	38,466	29,205	42,091	119,070	751,099	598,818
Chevette	7,603	8,885	8,263	23,547	188,659	131,296
Cavalier	3,857	.....	2,138	8,141	.....	11,341
Monza ('80)	.....	4,130	.....	.....	69,572	.....
Camaro	4,345	2,660	3,843	11,342	56,274	55,646
Citation	5,180	8,925	9,936	23,889	197,377	147,525
Malibu	8,061	2,815	8,155	24,062	113,323	112,385
Monte Carlo	4,220	990	4,519	12,592	50,240	58,565
Chevrolet	4,800	.....	4,856	14,316	56,759	69,691
Corvette	400	800	381	1,181	18,895	12,369
Oldsmobile Division	22,379	13,063	24,548	67,273	343,798	396,593
Omega	3,288	2,213	3,260	9,974	50,780	63,406
Cutlass	11,585	4,800	13,062	39,063	166,974	196,685
Oldsmobile	6,336	6,050	7,022	14,757	107,878	115,559
Toronado	1,170	.....	1,204	3,479	18,166	20,943
Pontiac Division	15,334	9,112	15,293	47,042	247,455	193,990
Acadian†	370	815	658	1,487	11,418	9,405
J2000	2,948	.....	1,677	6,444	.....	10,458
Sunbird ('80)	.....	3,229	.....	.....	62,669	.....
T1000	2,351	.....	2,617	7,819	.....	25,287
Firebird	2,615	1,420	2,280	7,140	37,932	25,106
Phoenix	2,525	2,746	2,903	8,919	57,428	49,272
Grand Prix	2,445	.....	3,002	8,763	23,968	42,513
LeMans	1,720	676	1,830	5,345	23,331	25,731
Pontiac	360	226	326	1,125	30,709	6,218
VOLKSWAGEN	4,160	4,375	4,158	13,527	82,896	78,959
CHECKER	100*	85*	100*	300*	1,334	933*
Total Cars, U. S.	160,398	119,827	172,443	508,951	2,774,920	2,729,857

CANADIAN CAR PRODUCTION

	Week Ended May 23, 1981	Week Ended May 24, 1980	Week Ended May 16, 1981	May to Date	Jan. 1 to May 24, 1980	Jan. 1 to May 23, 1981
AMERICAN MOTORS	690	.....	851	2,408	.....	12,794
CHRYSLER CORP.	.....	.....	.....	2,234	26,149	12,410
FORD MOTOR	6,344	5,266	7,423	22,535	105,561	85,965
GENERAL MOTORS	11,005	9,728	11,610	38,438	227,173	228,846
VOLVO	180	225	225	697	4,600	4,308
Total Cars, Canada	18,219	15,219	20,109	66,312	363,483	344,323
N. American Cars	178,617	135,046	192,552	575,263	3,138,403	3,074,180
N. American Trucks	47,207	35,572	53,431	159,472	949,781	941,490
North American Cars and Trucks	225,824	170,618	245,983	734,735	4,088,184	4,015,670

†—All Acadians and Caravelles are built for sale in Canada. *—Estimated.

TRUCK PRODUCTION IN U. S.†

	Week Ended May 23, 1981	Week Ended May 24, 1980	Week Ended May 16, 1981	May to Date	Jan. 1 to May 24, 1980	Jan. 1 to May 23, 1981
CHEVROLET	10,349	4,305	13,325	36,560	225,660	232,308
DODGE/PLYMOUTH	2,500	3,800	2,971	8,433	62,202	36,590
FORD	15,586	10,000*	16,131	49,161	262,218*	258,915
GMC	3,230	2,242	4,277	11,900	71,326	78,186
INTERNATIONAL	1,690	2,820	1,430	3,573	12,133	29,139
VOLKSWAGEN	1,040	625	1,031	3,359	11,695	19,306
MACK	.....	450	.....	.....	11,240	.....
JEEP	1,500*	.....	1,500*	4,800*	35,833*	34,986*
AMC CORP.	90*	284*	90*	288*	3,570*	1,715*
WHITE	.....	128	.....	.....	3,193	.....
MISCELLANEOUS	1,400*	900*	1,400*	4,480*	17,760	24,200*
Total Trucks, U. S.	37,385	25,554	42,155	122,554	716,830	715,345

CANADIAN TRUCK PRODUCTION

	Week Ended May 23, 1981	Week Ended May 24, 1980	Week Ended May 16, 1981	May to Date	Jan. 1 to May 24, 1980	Jan. 1 to May 23, 1981
CHRYSLER CORP.	1,600	832	1,987	6,059	16,251	29,304
FORD MOTOR	2,810	3,140	3,697	11,579	80,403	69,335
GENERAL MOTORS	5,216	4,752	5,342	18,537	116,905	122,536
AMERICAN MOTORS	.....	744	.....	.....	11,015	.....
INTERNATIONAL	196	440	250	743	5,959	4,970
MACK	.....	45	.....	.....	1,102	.....
WHITE	.....	65	.....	.....	1,316	.....
Total Trucks, Canada	9,822	10,018	11,276	36,918	232,951	226,145
N. American Trucks	47,207	35,572	53,431	159,472	949,781	941,490

†—Now includes window van production. *—Estimated.
Jeep includes commercial vehicles only. AM General includes government-destined vehicles. AM General will no longer be figured in with North American trucks.